



jerry920226

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Real(M)

Summer 2024

Founders

Jierui Yu



Profile complete



Basics

Name

Jierui Yu

Email

jerry.yu@realm.us

Phone Number

+16183195987

Age

32

Gender

Male

City where you currently live

Richland

Role

What is your title, or if you haven't set it yet, main responsibility?

CEO

What percent equity do you have?

20

Do you have at least 10% equity in the company you're applying with?

yes

Are you a technical founder?

no

If accepted to YC, will you commit to working exclusively on this project for the next year?

yes

Background

Your LinkedIn URL

<https://www.linkedin.com/in/jierui-jerry-yu-7aab92a7/>

Education

Aug 2015 - May 2021

Southern Illinois University, Carbondale

Aug 2015 - May 2021

PhD, Chemistry

Aug 2010 - Jul 2014

Lanzhou University

Aug 2010 - Jul 2014

BS, Chemistry

Work Experience

Jun 2022 - Jan 2024

Pacific Northwest National Laboratory - Post Doctoral Research Associate

Jun 2022 - Jan 2024

Material science, nuclear science, inorganic chemistry, organic chemistry, physical chemistry, computational chemistry

Jun 2021 - May 2022

University of South Carolina - Postdoctoral Fellow

Jun 2021 - May 2022

metal-organic framework, radioactive materials, electronic structures, spectroscopies

Oct 2017 - Mar 2020

Argonne National Laboratory - visiting scientist

Oct 2017 - Mar 2020

Operating femtosecond transient spectroscopy, time-correlated single photon counting, Schlenk system for synthesis, and temperature-dependent surface area measurement instruments for the study of Photoinduced Energy and Charge-Transfer Dynamics, Structure Dependent and Topology Dependent Photophysics.

May 2017 - Aug 2017

Pacific Northwest National Laboratory - ASF Intern

May 2017 - Aug 2017

Structure determination of novel porous crystalline materials for solar energy harvesting applications.

Aug 2015 - May 2021

Southern Illinois University-Carbondale - Graduate Research Assistant

Aug 2015 - May 2021

photophysics, DFT calculations, organic/inorganic synthesis, photoluminescence, ultra-fast spectroscopy, optics

Social Media

Personal website

<https://scholar.google.com/citations?user=733COr0AAAAJ&hl=en>

Accomplishments

Please tell us about a time you most successfully hacked some (non-computer) system to your advantage.

designed, assembled, and programmed an optical microscope that can detect nanosecond transient luminescence polarization properties with a micron-sized single crystal, which led to two top journal publications in that field.

Please tell us in one or two sentences about the most impressive thing other than this startup that you have built or achieved.

After PhD, I become a private consultant to nationwide real estate investors after only 8 months dabbled in the field of real estate industry, laws&codes, taxation regulations, and case studies, and get paid \$200/hr for such consulting (comparable to the local attorney's rate), while maintaining a full-time chemist job and established 2 other companies in the field of 1)

construction/landscaping/housekeeping, and 2) investment

Tell us about things you've built before. For example apps you've built, websites, open source contributions. Include URLs if possible.

I built several scientific instrumental systems, please refer to my publication list and each publication has new material/instrument/method/models that were designed/synthesized/assembled/operated. a good example is the instrument mentioned in "hacked system", see

<https://pubs.acs.org/doi/abs/10.1021/jacs.1c11979>

List any competitions/awards you have won, or papers you've published.

publications please see: <https://scholar.google.com/citations?user=733COr0AAAAJ&hl=en> awards:

2020 - Anderson Scholarship 2019 - B. & M. Gower Fellowship 2019 - Dissertation Research Award

2018 - Best presentation award 3rd place, CACS conference

YuHsuan Hsu



Profile complete



Basics

Name

YuHsuan Hsu

Email

yusam.hsu@realm.us

Phone Number

+14256158509

Age

26

Gender

Male

City where you currently live

Bellevue

Role

What is your title, or if you haven't set it yet, main responsibility?

CTO

What percent equity do you have?

20

Do you have at least 10% equity in the company you're applying with?

yes

Are you a technical founder?

no

If accepted to YC, will you commit to working exclusively on this project for the next year?

yes

Background

Your LinkedIn URL

<https://www.linkedin.com/in/yusam>

Education

Sep 2022 - Mar 2024

University of Washington

Sep 2022 - Mar 2024

MS, Computer Science

Jun 2016 - Jun 2020

National Taiwan University

Jun 2016 - Jun 2020

BA, Biomechatronics Engineering

Work Experience

Sep 2023 - Mar 2024

Microsoft - System Developer

Sep 2023 - Mar 2024

- Led a multi-disciplinary capstone team to create a Document-based remote monitoring system, including an IOS app and camera device for large-scale farmer management, enhancing 150% efficiency of the farmer's daily routine.
- Presented the solutions through product demos to 10+ stakeholders and contributed to Microsoft agriculture research teams.

May 2023 - Aug 2023

Dominican Association of Washington State - Technology Program Manager Intern

May 2023 - Aug 2023

- Collaborated with BIPOC clients as a technology consultant, providing expertise in building Websites, Software/Hardware Devices, and app development.
- Developed and managed the technology structure for the JumpStart crowdfunding initiative.

Nov 2022 - May 2023

Microsoft Imagine Cup - System Developer

Nov 2022 - May 2023

- Teaching Assistant (Principles and Applications of Microcontrollers-Mechatronics)•
- Assisted with course projects, including the making of tracking robot and maze solver wheel robot (both hardware and software)•
- Revised examination papers•

Opened TA hours and helped students solve their course problems, such as hardware concepts, course questions, and firmware knowledge

Feb 2022 - May 2022

Nexuni Co. Ltd. - Hardware Engineer Intern

Feb 2022 - May 2022

- Optimized the manufacturing process of patrol robots by saving 20% in cost and 50% in delivery time.
- Delivered robotics Boba Shop design, conducted over 25 CAD designs using Solidworks, and collaborated with multiple factories and manufacturing shops.

Mar 2019 - Sep 2020

HONLONGTERM INC. - System Engineer

Mar 2019 - Sep 2020

- Delivered the modular fish farming system made by shipping containers, achieving 90% automatic processing and successfully landing with 10+ clients.
- Implemented a safe IoT system with AWS cloud services, securing user data and privacy with 90% satisfaction.
- Utilized RS435, I2C, SPI, and UART protocol in over 20 hardware systems, controlling temperature, water pump, feeding machine, and lighting system.

Social Media

Accomplishments

Please tell us about a time you most successfully hacked some (non-computer) system to your advantage.

I'm a solution integrator, always looking for the latest technology. I can make ideas real.

Please tell us in one or two sentences about the most impressive thing other than this startup that you have built or achieved.

I built a complete fish-farming system housing in a shipping container, delivering over 10+ products to customers.

Tell us about things you've built before. For example apps you've built, websites, open source contributions. Include URLs if possible.

I built products from hardware to software, including iOS apps, a large hardware system, and a Full-Stack web application.

List any competitions/awards you have won, or papers you've published.

The 2024 ACM/IEEE Human-Robot-Interaction (HRI) paper accepted ACM ISBN 979-8-4007-0323-

2/24/03 2023 Global Innovation Competition Honorable Mention 2023 Microsoft Imagine Cup World

Final 2020 College Student Research Scholarship

Yiyun(Cloud) Qiu



Profile complete



Basics

Name

Yiyun(Cloud) Qiu

Email

cloud.qiu@realm.us

Phone Number

+12063833238

Age

24

Gender

female

City where you currently live

Bellevue

Role

What is your title, or if you haven't set it yet, main responsibility?

CPO

What percent equity do you have?

22.73

Do you have at least 10% equity in the company you're applying with?

yes

Are you a technical founder?

no

If accepted to YC, will you commit to working exclusively on this project for the next year?

yes

Background

Your LinkedIn URL

<https://www.linkedin.com/in/yiyunqiu>

Education

Sep 2022 - Mar 2024

University of Washington

Sep 2022 - Mar 2024

MS, Technology Innovation

Sep 2021 - Jun 2024

Tsinghua University

Sep 2021 - Jun 2024

MA, Human

Dec 2019 - Apr 2020

Massachusetts Institute of Technology

Dec 2019 - Apr 2020

Exchange program, Studio Of Interrelated Media

Sep 2017 - May 2021

Tsinghua University

Sep 2017 - May 2021

BA, Information Design

Work Experience

Aug 2023 - Mar 2024

Partner with Meta & EasTrail, MSTI launch project - UX Designer

Aug 2023 - Mar 2024

- Led the innovation of real-time trail usage solutions through extensive user research (1200+ surveys, 30+ interviews), designing wireframes, responsive mockups, and data visualization of the dashboard system, and executing usability tests that significantly improved safety and trail user adoption.
- Established a comprehensive design system in close collaboration with PMs and Engineers to ensure feasibility and alignment.

May 2023 - Aug 2023

Dominican Association of Washington State - UX Design Intern

May 2023 - Aug 2023

- Led a successful crowdfunding campaign and volunteered for a silent auction gala for the BIPOC community, enhancing funding by 52.4%. Designed inclusive UX solutions by analyzing data from 30,000+ BIPOC community members, significantly improving community support and engagement.
- Orchestrated digital marketing campaigns for BIPOC start-ups, achieving a 6.4% increase in user retention and a 25% boost in social media engagement, demonstrating the effectiveness of targeted design strategies.

Sep 2022 - Apr 2023

Microsoft Imagine Cup - Product & UX Designer

Sep 2022 - Apr 2023

- Directed a 4-member team to develop an AI-driven wearable device and an IOS-based App targeting the imbalance of each muscle group for young professionals, placing in the top 16 out of 1000+ teams with a 92.5% user satisfaction rate.
- Conducted extensive user and expert research in partnership with UW Medicine, confirming user needs and validating the concept.

Jul 2020 - Nov 2020

Vertical Lab - Lead Product Design Intern

Jul 2020 - Nov 2020

- Developed and implemented advanced 2.5D web platforms using Sketch, benefiting 5+ institutions and companies.
- Worked in tandem with PMs and Engineers to revamp user flows and high-fidelity designs for the THU Zhuang Shi Magazine Website and BOE's OA portal
- Enhanced 20+ UI modules and elevated the user experience for 10,000+ employees.

Apr 2020 - Jul 2020

Meituan - UI Design Intern

Apr 2020 - Jul 2020

- Spearheaded the user-centric redesign of Meituan Waimai's ordering interface, leveraging heuristic evaluations and iterative prototyping to significantly improve visual clarity, intuitiveness, and user engagement, as evidenced by positive user feedback and enhanced usability metrics.

Nov 2019 - Aug 2023

Cosinfinity - Founder & Interaction Designer

Nov 2019 - Aug 2023

- Successfully launched an interactive art device into space aboard a satellite, a first-of-its-kind project merging art with space exploration, generating celestial harmonies from space dynamics. This innovation established a new dimension of sensory interaction between humanity and the cosmos.
- Garnered international media coverage (CCTV, CGTV, VOGUE) and achieved 200M+ global user engagements. Featured in prominent exhibitions such as the Sci-Fi World Exhibition and the International Biennial in China, captivating audiences worldwide.

May 2019 - Aug 2019

Tencent - User Experience Researcher

May 2019 - Aug 2019

May 2019 - Jul 2019

Beijing Design Week - UI Designer & VR Developer

May 2019 - Jul 2019

Social Media

Personal website

<http://www.yiyunqiu.com>

Accomplishments

Please tell us about a time you most successfully hacked some (non-computer) system to your advantage.

With my "Cosmusica" project, I pioneered a novel interface for interaction between humans and the cosmos, addressing the captivating question: Can we hear the sound of space? This initiative represents a significant departure from traditional uses of satellite technology, transforming it into a conduit for artistic expression and cosmic dialogue. "Cosmusica" is an orbiting art satellite driven by data from space. It uniquely converts electromagnetic wave data from planets in our solar system into audible music crafted through a device that operates in microgravity. This device's random motions weave a cosmic symphony, enabling a "resonance between heaven and earth." The project includes an innovative interactive component: a ball within the satellite that moves in sync with a corresponding ball on Earth. This movement under weightlessness triggers sounds associated with different planetary directions, creating a musical instrument that allows acoustic real-time interactions between the universe and humanity. This interface is not just an artistic installation but an experiential bridge, allowing people to engage with the cosmos in an unprecedented, tangible manner. Launching this interactive art device into space challenged conventional boundaries between disciplines and captivated a global audience, engaging over 200 million people and garnering extensive international media coverage. "Cosmusica" has thus established a new dimension of sensory interaction, redefining the human experience with the vastness of outer space.

Please tell us in one or two sentences about the most impressive thing other than this startup that you have built or achieved.

I have successfully launched satellite art devices into outer space, reaching 200M+ user engagement within 1 year.

Tell us about things you've built before. For example apps you've built, websites, open source contributions. Include URLs if possible.

Founder & Interaction Designer | Cosinfinity, Beijing Nov 2019 – Sep 2023

<https://www.yiyunqiu.com/cosmusica> Pioneered the integration of interactive art into space exploration, achieving global recognition with over 200 million engagements. UX Designer | Meta & EasTrail, Bellevue, US Sep 2023 – Present URL: <https://www.yiyunqiu.com/trailx> Developed real-time trail usage solutions, significantly enhancing safety and increasing user adoption through innovative design practices. Lead Product Design Intern | Vertical Lab, Beijing Aug 2020 – Nov 2020

<https://www.yiyunqiu.com/otherworks> Enhanced web platforms for various institutions, significantly improving user experience. AIOT Design & Context-aware music interface

<https://www.yiyunqiu.com/musicfit> Designed an interactive system that automatically adjusts music playback based on user behavior and environmental context, providing a natural and adaptive musical experience. FitPal | AIOT Design & UX Design <https://www.yiyunqiu.com/fitpal> An iOS app that enhances fitness levels by monitoring movement, providing adaptive playback adjustment, and haptic feedback, promoting health and connectivity among users. 2.5D Online Exhibition UX & UI Design <https://www.yiyunqiu.com/onlineexhibition> Developed web and mobile platforms for 2.5D front-end

exhibitions and back-end uploads, aimed at improving the online exhibition experience. Where Are You? Acoustic VR Game <https://www.yiyunqiu.com/whereareyou> An acoustic VR game immerses players in a pitch-black maze, where echolocation-inspired lasers and musical cues guide the way. We're honing our audio design to ensure an unparalleled sensory experience. Salud AIOT Design / Smart Glass <https://www.yiyunqiu.com/salud> Experience the future of socializing with the Wine Glass Holder and its complementary app: 'A Revolutionary Drinking Game Experience.' By blending impeccable design with intuitive user engagement, we pioneer a path to responsible drinking, all while elevating the very essence of casual interactions at gatherings. Chora Service Design & Product Design <https://www.yiyunqiu.com/chora> A more convenient system for point-to-point transport of objects. Also there is such a container that can define itself according to the shape of the object, that can be recycled and reorganized.

List any competitions/awards you have won, or papers you've published.

2023 World Finalist Mar 2023, US, Microsoft Imagine Cup 2023 Grand Prize & Champion Jul 2022, China-US, Youth Innovation Competition 2021 Denny Design Awards Sep 2021, US Sino-American Youth Makers Competition National Finals Special Award (Champion) August 20, 2022 8th "Internet+" Competition, Beijing Division First Prize August 2, 2022 China Good Ideas and National Digital Art Competition First Prize October 30, 2021 Tsinghua University Academic Research Advancement Forum 2021 Excellence Award December 15, 2021 2021 Macau Design Awards Nomination Award December 25, 2021 Outstanding Undergraduate Graduation Projects (Graduation Design) of the School of Fine Arts, Tsinghua University, 2021 June 2021 Outstanding Graduation Achievements, Tsinghua University 2021 July 2021 SDG Open Hack Art + Aerospace Innovation Workshop, Excellent Team Award @ THU 2020 SDG Open Innovation Marathon Challenge, Best Innovation Award 2018 Tsinghua University National Scholarship - Evergrande Scholarship 2018 Media Coverage and Exhibitions: Interviewed by prominent media outlets including CCTV News, Focus Interview, 2021 China Story, Today's Headlines, and Vogue magazine, achieving over two hundred million views. Academic papers presented at the 22nd NIME International Conference. Exhibitions include: "Cosmic Music Box" showcased at the Beijing Sci-Fi Week at Capital Steel Factory (2021), Jin Eagle Art Museum Chinese Soundscape Design Exhibition (2021), 2022 Jinan International Biennale, Tsinghua University Art Museum, and the Secret Sounds of Music exhibition at the China Science and Technology Museum (2023).

List any relevant or impressive test scores.

Bachelor of Fine Arts in Art and Technology Sep 2017 – Jun 2021 Location: Beijing Graduated with a GPA of 3.83, ranked Top 1 in the department for four consecutive years.

Xiao Sun



Profile complete



Basics

Name

Xiao Sun

Email

xiao.sun@realm.us

Phone Number

+16183534619

Age

32

Gender

Female

City where you currently live

Richland

Role

What is your title, or if you haven't set it yet, main responsibility?

COO

What percent equity do you have?

20

Do you have at least 10% equity in the company you're applying with?

yes

Are you a technical founder?

yes

If accepted to YC, will you commit to working exclusively on this project for the next year?

yes

Background

Your LinkedIn URL

<https://www.linkedin.com/in/xiao-sun-33b613205/>

Education

Aug 2014 - Jun 2019

Peking University

Aug 2014 - Jun 2019

PhD, Material Science And Physical Chemistry

Aug 2010 - Jun 2014

Lanzhou University

Aug 2010 - Jun 2014

BS, Chemistry

Work Experience

Jul 2019 - Jan 2021

Beijing Graphene Institute - Research Scientist

Jul 2019 - Jan 2021

Jan 2016 - Feb 2016

Tokyo University of Science Foundation - Visiting Scholar

Jan 2016 - Feb 2016

Photocatalyst International Research Center, for the study of novel photocatalysts.

Social Media

Accomplishments

Please tell us about a time you most successfully hacked some (non-computer) system to your advantage.

Sucessfully fabricated the world's first flexible and transparent RFID device for IoT applications, using graphene and nanowires composed on soft and transparent substrates. It is readable in ~10 meter range.

Please tell us in one or two sentences about the most impressive thing other than this startup that you have built or achieved.

Took a leading position in the formation of BGI's device fabrication department, and designed a scientific proposal which was accepted and funded with ~\$1M USD when working at Beijing Graphene Institute (BGI).

Tell us about things you've built before. For example apps you've built, websites, open source contributions. Include URLs if possible.

mostly scientific publications and patents. please see below in the list of publications.

List any competitions/awards you have won, or papers you've published.

List of publication: <https://scholar.google.com/citations?user=NBab6e4AAAAJ&hl=en> Awards:

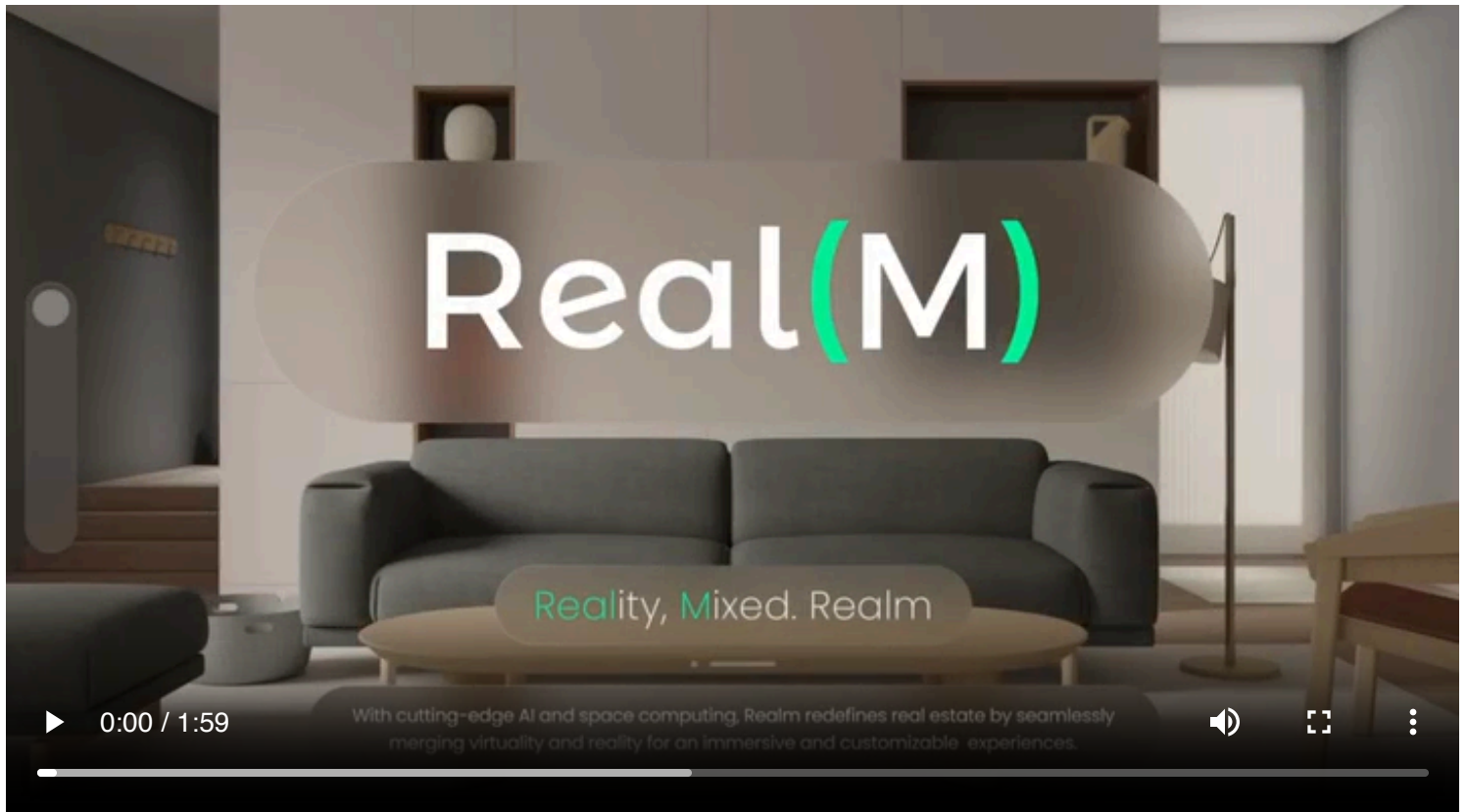
Scholarship of DICP, Lanzhou University 2014 Academic Scholarship, Peking University (consecutive for five times) 2014-2019 Pan Stanford Poster Award, Pan Stanford Publishing 2016 Award for Academic Excellents, Peking University 2017 May 4th Scholarship, Peking University 2017 Merit Student, Peking University 2018 Leo KoGuan Scholarship, Peking University 2018

How long have the founders known one another and how did you meet? Have any of the founders not met in person?

We met each other at the University of Washington Seattle graduation ceremony & gathering. After several times of discussion, onboarding, iteration, and development, we've built strong relationships with the founding team. Now we have been working with each other full-time daily for more than a month, and we not only have met in person but also plan to gather the team at one office location soon.

Who writes code, or does other technical work on your product? Was any of it done by a non-founder? Please explain.

3D modeling / hardware / generative AI training: 1) Yusam Hsu, Co-Founder, CTO, software/hardware engineer; 2) Shu-Yu Lin, software engineer - backend; 3) Bowen Zhao, machine learning engineer - large language model; 4) Spenser Sun, machine learning researcher - AI vision; 5) Lin Li, software and hardware technology development engineer; UI/UX design: 1) Cloud Qiu, Co-Founder, CPO, Product & UI/UX designer; 2) Yixin Chen, MR designer; 3) Dawei Yang, 3D space designer & Machine Learning Optimization Engineer; Wearable electronics design and fabrication: 1) Xiao Sun, Co-Founder, COO, sensor design and fabrication for PortMatrix; 2) Xiang Li: Fashion Designer for PortMatrix;
Founder Video



Company

Company name

Real(M)

Describe what your company does in 50 characters or less.

AI 3D Real-World for Real Estate, Design & Retails

What is your company going to make? Please describe your product and what it does or will do.

Using multiple AI algorithms combined with hardware, a fully customizable 3D space can be scanned, modeled, viewed, edited, and designed in most VR/AR/MR/XR devices as well as PC/mobile platforms. It collects data from real-world properties using everyday equipment and converts the data into 3D models with the defined objects in the space, you can not only walk freely but also delete/add/modify any object and elements of the space and make many interactions, which makes it very attractive for agents/manufacturers/retailers/contractors/designers/architects/builders. It is also incorporated with functions that make other downstream industries our paid subscribers and users. Our technology is very affordable, accessible, and adaptable, we believe it'll be a great breach point for the industry to reshape its form and working process, and cut the time cost to agents therefore making service affordable to sellers and buyers. With the recent earthquake introduced by the NAR settlement in the real estate industry, the whole industry was left with no clue and panicked for their business model. several propositions have been made but failed to realize the real key problem, low efficiency of the parties and outdated processes. We identified it and are building a platform. (only phase 1+2 was described here, and we have 4 phases for our business model, and a merger has been done to acquire techs needed for phase 3)

Where do you live now, and where would the company be based after YC?

Richland, WA, USA / Bellevue, WA, USA

Explain your decision regarding location.

one of the nation's tech hubs with lots of opportunities for the outreach of collaborations, institutional clients, funding sources, and tech-focusing universities; Corporate taxation advantages; personal connection at state, county, and municipal level (w/ congress/senate personnel);

Progress

How far along are you?

we have: 1) designed a vision of our ecosystem and each step's product, technology, client, and market; 2) assembled the right key members to carry out the project, with the capability and connect of further departmental expansion; 3) have several clients with strong personal connections, who signed MOU drafted by our CLO to become our potential clients; 4) Completed the pilot user research including survey, interview and field study; 5) merged a tech startup to enable our bio&physio-information sensing technology to be incorporated with our platform, and iterated 5 generations of data portal design (2nd gen under testing); 6) equipment including hardware/computers/cards/software purchased/subscribed; 7) recruited 4 tech personnel and 1 3D MR designer to join in May/June; 8) recruited CMO to join after 3 months to implement networking and marketing. We will: 1) deliver MVP in 2-3 months; 2) deliver and deploy full-function product in 6-8 months; 3) conduct marketing in 4 months to have more MOUs so that we off a good start on the client pool.

How do users find your product? How did you get the users you have now? If you run paid ads, what is your cost of acquisition?

No marketing yet. personal connections lead to many interested clients and possible talk scheduled with some institutional clients. We will implement marketing by reaching out to more business partnership departments of institutional clients; social media marketing, and Ads through search engines and more.

How long have each of you been working on this? How much of that has been full-time? Please explain. 1 month since our initial conceptualization and pilot technical demo of the product. It has been full-time for all co-founders for ~20 days, and we will have several new recruiters joining us starting May/June for more efforts.

What tech stack are you using, or planning to use, to build this product?

We are employing a cutting-edge tech stack centered around the Neural Radiance Fields (NeRF) technique for reconstructing three-dimensional scenes from sets of two-dimensional images alongside AI-powered object detecting, defining, and editing algorithms. This approach leverages volumetric rendering to generate highly detailed and photorealistic results. Alongside NeRF, our stack integrates various machine-learning models and AI techniques to optimize the performance and accuracy of scene reconstructions. This combination allows us to harness the full potential of AI in transforming and enhancing real-world applications, setting a new modeling and rendering benchmark in the real estate industry. Our tech stack is continuously evolving, incorporating the latest advancements and our own algorithms in AI and machine learning to stay at the forefront of technological innovation.

Are people using your product?

No

When will you have a version people can use?

within 3 months of the deployable version, which is targeting the phase 1 clients (real estate industry); within 6-8 months of a fully functional version with more functions incorporated that are targeting the expansion of phase 1 clients and same time utilizable for more downstream industries.

Do you have revenue?

no

If you are applying with the same idea as a previous batch, did anything change? If you applied with a different idea, why did you pivot and what did you learn from the last idea?

N/A

If you have already participated or committed to participate in an incubator, "accelerator" or "pre-accelerator" program, please tell us about it.

N/A

Idea

Why did you pick this idea to work on? Do you have domain expertise in this area? How do you know people need what you're making?

We have deep experience and roots in the real estate industry, both residential and commercial. Some of us are well-known by several nationwide real estate investing associations and realtor networks, and we are investors and licensees as well. We have regular meetings (daily or weekly) with brokerages, investors, builders, and agents, so we understand their pains, problems, and concerns. We also conducted questionnaires and interviews with some of them. That's why we could immediately identify, and combine our expertise, to solve the key problem.

Who are your competitors? What do you understand about your business that they don't?

1) hardware developing co., such as Matterport, Insta360, etc.: Pros: Has their own approach to constructing "3D" tours; access to hardware and could easily make changes to hardware; Cons: the business model is too attached to their hardware, and switching tech will make the company non-profitable. 2) other 3D touring co., such as roomy, floorfy, Ambiens VR, etc.: Pros: Some have their market share and thus may have connections and bindings with some clients; technology is mature and may have fewer glitches. Cons: Their platforms are naturally dated, whether labor-intensively constructed via CADs, or captured via costly/professional equipment/professionals with no capability of deep editing.

How do or will you make money? How much could you make?

As mentioned, we have 4 phases of focusing. I will make a full presentation if selected for the interview, and please see below for phase 1 and 2: Phase 1 (yr 1, sale \$2~8M/yr, net \$-0.8~4M/yr): 1) Real Estate Platforms like MLS/Zillow/Redfin/realtor.com: priced by each listing, \$10-19/listing (maybe, pricing TBD, \$1X-3X); 2) Agents/Brokerages: two profit approaches, #1 hosting local "Experience Center" for a franchise fee (we can lease/finance/provide VR equipment), and #2 feature their own listing with value-added services like virtual staging, lighting preview, interior design, auto-suggestion, interaction, etc., to make their listing pop-up from normal platform listings, likely priced by feature or a flat fee for a whole package (pricing TBD); Phase 2 (yr 2-3, sale \$12~20M/yr, net \$4~10M/yr): 1) Retail Platforms like IKEA/Lowe's/Home Depot/Best Buy: tiered profit approaches, #1 to import their merchandise/service into database; #2 to "feature" their merchandise/service in AI-based auto-design suggesting algorithms (pricing TBD); 2) Designers, Contractors & related Platforms like Angi/Thumbtack: subscription approaches, priced based on function and license capacity (pricing TBD); 3) Homeowners: single flat rate plus small subscription for model and function capacity (price TBD, \$XX-2XX);

How do users find your product? How did you get the users you have now? If you run paid ads, what is your cost of acquisition?

No marketing yet. personal connections lead to many interested clients and possible talk scheduled with some institutional clients. We will implement marketing by reaching out to more business partnership departments of institutional clients; social media marketing, and Ads through search engines and more.

Where will most of your initial users be located?

US

Which category best applies to your company?

B2B SaaS

If you had any other ideas you considered applying with, please list them. One may be something we've been waiting for. Often when we fund people it's to do something they list here and not in the main application.

We are developing an AI-powered large language agent+attorney service, trained with real estate agency & related laws, contracting agreement documents, and knowledge, experience, and data gathered by our own nationwide realtor networks. We will incorporate this project into Real(M) to make Real(M) a fully self-service platform for buyers/sellers who don't want to be associated with a real estate agent. Looking for funding as well.

Equity

Have you formed ANY legal entity yet?

no

If you have not formed the company yet, describe the planned equity ownership breakdown among the founders, employees and any other proposed stockholders. If there are multiple founders, be sure to give the proposed equity ownership of each founder and founder title (e.g. CEO). (This question is as much for you as us.)

legal entity in formation process now, all will be US-based. ownership breakdown as below: Co-founders' holding Co.: 53% CEO: 4% CTO: 3.5% CPO: 3.5% COO: 3.5% other employees: 7.5% (1/4 voting power) other proposed stockholder: 25% (1/4 voting power)

Have you taken any investment yet?

yes

List any investments your company has received. Include the name of the investor, the amount invested, the premoney valuation / valuation cap, the type of security sold (convertible notes, safes or stock), and the investment date.

Reflected as an inner structure of the Co-founder's holding company, both cash and equity.

How much money have you raised from investors in total in US Dollars?

\$0

How much money does your company have in the bank now?

\$150,000

How much money do you spend per month?

\$40,000

How long is your runway? (e.g. 5 months)

6-8 mo

Are you currently fundraising?

yes

Please provide any relevant details about your current fundraise.

We only started this recently, and get connected with local private equities and financial service firms. got several interests and is working on further correspondence.

Curious

What convinced you to apply to Y Combinator? Did someone encourage you to apply? Have you been to any YC events?

After studying the content, found that according to YC's guidelines, we literally checked ALL questions with very positive feedback. I'm convinced that we would do great based on our mindset/skillset/strategy/product/team. then I found there's a YC batch program. We decided to apply, although we got to know YC on Apr 19th, and prepared our application materials in such a short time before the batch deadline which is also my co-founder Xiao's birthday, Apr 22nd. We are new to YC and haven't attended events.

How did you hear about Y Combinator?

We were searching in CrunchBase and crossed YC profile and the YC startup school.



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